

## Message Text

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PAGE 01 MELBOU 01596 300821Z

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ACTION EA-09

INFO OCT-01 ISO-00 EB-07 SSO-00 /017 W

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O 300730Z AUG 76

FM AMCONSUL MELBOURNE

TO USDOC WASHDC IMMEDIATE

INFO SECSTATE WASHDC IMMEDIATE 3572

UNCLAS MELBOURNE 1596

EO 11652: NA

TAGS: OVIP (HAYES, GEOFFREY PHILLIP) BTRA, BEXP, AS

SUBJECT: FOREIGN BUYER PROGRAM: VISIT TO UNITED STATES

OF VICTORIAN MINISTER FOR HOUSING AND PLANNING: POSSIBLE

MAJOR CONTRACT FOR PRE-FABRICATED HOUSING

1. VICTORIA STATE MINISTER FOR HOUSING AND FOR PLANNING  
GEOFFREY PHILLIP HAYES HAS INFORMED POST (VIA BPAO AT  
SOCIAL FUNCTION) HE PLANS ARRIVE SAN FRANCISCO OR LOS ANGELES  
ON/ABOUT SEPTEMBER 22 FOR APPROXIMATELY TEN-DAY VISIT,  
PRIMARY PURPOSE OF WHICH IS EXAMINATION OF LARGE HOUSING  
PROJECTS UTILIZING PRE-FABRICATED CONCRETE FAMILY-SIZE MODULAR  
UNITS. MINISTER HAYES WISHES VISIT SOME COMPLETED, OCCUPIED  
PROJECTS TO SEE FIRST-HAND QUALITY OF FINISHED PRODUCTS AND  
WHAT IT IS LIKE TO LIVE IN THEM. HE HAS PLANS SO FAR ONLY  
TO VISIT A LAS VEGAS PROJECT BUILT BY GENERAL ELECTRICM

2. IN FOLLOW UP TELECON ECON OFF CONFIRMED FROM  
J.N. MCAULEY, PERMANENT SECRETARY OF MINISTRY OF HOUSINGN  
MINISTER HAS IN MIND NEED FOR 3000-4000 PREFABRICATED SMALL  
FAMILY UNITS TO BE BUILT IN VICTORIA AT UNSPECIFIED LOCATIONM  
HE IS SEEKING TO SIGN CONTRACT WITH MAJOR SUCCESSFUL, WELLA  
FINANCED AND REPUTABLE PRE-FAB BUILDER WHO, IN RETURN FOR CONTRACT  
AGREES ESTABLISH FACTORY TO BUILD PRE-FABS IN VICTORIAM

3. MINISTER HAYES PLANS STILL FLEXIBLE; ONLY DETAILS  
AVAILABLE GIVEN IN PARA ONE ABOVE. PERM SEC J. N. MCAULEY  
ASSURED ECONOFF MINISTER WILL WELCOME DETAILED PROPOSALS  
FROM USG FOR ITINERARY, APPOINTMENTS, ETC.

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AS FULL FAITH AND CREDIT OF VICTORIA STATE GOVERNMENT WILL

BE BEHIND THIS CONTRACT (WHICH WE GUESSTIMATE COULD BE  
WORTH \$75-125 MIIION FOR USL), MINISTER'S VISIT IS GOLDEN  
OPPORTUNITY FOR ENTERPRISING BUILDER. POST RECOMMENDS  
SPECIAL HANDLING, IMMEDIATE ATTENTION, AND VIP TREATMENT.  
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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
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